



Biography

Paul Grabscheid **Vice President of Strategic Planning, InterSystems**



Since 1986, Paul Grabscheid has used his expertise in database and application development tools and technologies in a variety of product planning and marketing roles at InterSystems.

Prior to that, he was director of marketing for Mathematica, a database and 4GL software company, helping to expand the company's worldwide presence. When the company was acquired by Martin Marietta, he served as director of marketing for that firm's

Information Technology Division. Paul's background also includes consulting work involving the development of decision support systems for state governments.

He holds a Master's degree from the Sloan School of Management at the Massachusetts Institute of Technology.